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RETAIL PRICE LIST

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U. S. Department of Agriculture



High Grade
Nursery Stock

Special Instructions

Our salesmen are requested not to vary from these prices but to hold strictly to list. There is no surplus of good nursery stock and is not likely to be for some years to come. No nursery stock can be imported from abroad as formerly, and labor costs are excessively high. Our prices are as low as any other concern doing business through salesmen on the same grades and sizes of stock.

Where a quantity of stock is desired and you cannot get full retail prices, it is always advisable to quote our wholesale rates. If you have not our latest wholesale prices, send for them at once. These special prices draw our regular wholesale commissions. Large orders must be accompanied by bank references. We reserve the right to hold back commissions on large orders, until the customer's credit rating is established.

Note particularly the class of stock which can be sent Parcel Post, pages 8 to 21 inclusive. We call it "Small Stock" and the rest of the price list "Large Stock." We send all small stock by mail and get it into the customers' hands very quickly. It is advisable to specialize on this class of stock as far as possible. Our sales on small fruits, grapes, shrubs, roses and perennials have enormously increased the past few years.

While the prices named herein are subject to change at any time, we always give due notice of such changes in our News Letter which is mailed frequently. Make any changes of prices in your list IMMEDIATELY.

PRICE LIST
OF
HIGH GRADE
NURSERY STOCK

We ship all stock direct to customer thereby insuring delivery to our patrons within a very few days. All charges are paid and satisfaction guaranteed.

You may sell half dozen at dozen rates and 50 at 100 rates except otherwise noted. This Price List cancels all previous quotations.

We include a complete assortment of the STRONG growing and BEST varieties that are sure to give satisfaction to our agents and customers. Do not sell any other varieties.

You may change prices where necessary, if we give you any special bargains or leaders, to conform with rates in this list. Our stock is carefully selected and first class in every respect, and we guarantee to ship same to our customers in perfect condition for transplanting.

Standard Apples

5 to 6 ft.

(s) for summer; (a) for autumn;

(w) for winter

GROUP A

\$1.00 each, \$12.00 per dozen

Arkansas Black (w)	Paragon (w)
Ben Davis (w)	Mam. Black Twig (w)
Car. Red June (s)	Winesap (w)
Early Harvest (s)	York Imperial (w)
Gano (w)	Grimes Golden (w)

GROUP B

\$1.50 each, \$17.00 per dozen

Banana (w)	Pewaukee (w)
Bellflower (w)	Pound Sweet (w)
Bismark (w)	Red Astrachan (s)
Early Strawberry (s)	Rambo (w)
Fallawater (w)	Staymans Winesap (w)
Jonathan (w)	Stark (w)
King (w)	Smokehouse (w)
Maiden Blush (a)	Sweet Bough (s)
Mann (w)	Wagener (w)
N. W. Greening (w)	Wealthy (w)

GROUP C

\$2.00 each, \$22.00 per dozen

Alexander (a)	Northern Spy (w)
Aut. Strawberry (a)	Newtown Pippin (w)
Boiken (w)	Ontario (w)
Baldwin (w)	Opalescent (w)
Delicious (w)	Quebec Sweet (w)
Duch. of Oldenburg (a)	R. I. Greening (w)
Fall Pippin (a)	Rome Beauty (w)
Fameuse (a)	Roxbury Russet (w)
Gideon (a)	Seek No Further (w)
Golden Sweet (s)	Sutton Beauty (w)
Golden Russet (w)	Scotts Winter (w)
Gravenstein (a)	Senator (w)
Hub. Nunsuch (w)	Smiths Cider (w)
Jersey Sweet (a)	Spitzenburg, (w)
Longfield (w)	Talmon Sweet (w)
Liveland Raspberry (a)	Twenty Ounce (a)
McIntosh Red (w)	Wolf River (w)
North Star (w)	Yellow Transparent (s)

Standard Apples—Continued

Ten acres of apples (400 trees) at ten years old are worth \$1,000.00 per acre. There is no more sure way to enhance the value of a farm. The first cost is trifling.

Crab Apples

The Crab Apple is one of the hardiest of all trees, and is particularly adapted to the cold climates of the North. It comes into bearing early, bears every year and is considered one of the most productive of all fruits. There is no better fruit for cider, vinegar and jelly. For ordinary cooking purposes it is not necessary to remove the skin. We want to see our salesmen sell more of this stock.

5 to 6 ft.

\$1.50 each, \$18.00 per doz.

Excelsior	Red Siberian
General Grant	Transcendent
Hyslop	Whitney
Martha	Yellow Siberian

Standard Pears

Very few people realize that this is the longest lived of all fruits. It thrives on any kind of soil, and does particularly well on heavy clayey soils where other fruits prefer lighter land. It stands shipping well and is kept in cold storage each year until the following summer. Our sales are constantly increasing in these most luscious varieties.

GROUP A

5 to 6 ft.

\$1.50 each, \$17.00 per dozen

Kieffer (w)

GROUP B

5 to 6 ft.

\$2.00 each, \$22.00 per doz.

Beurre de Anjou (w)	Flemish Beauty (a)
Duchess d'Angouleme	Koonce (s)
(a)	

GROUP C

\$2.50 each, \$28.00 per doz.

Bartlett (s)	Seckel (a)
Beurre Bosc (w)	Sheldon (a)
Beurre Clairgeau (w)	Vermont Beauty (a)
Clapp's Favorite (s)	Wilder (s)
Garber (a)	Worden Seckel (a)
Lawrence (w)	

One acre (70 trees) will produce at maturity \$500.00 worth of fruit. Recommend Bartlett or Kieffer as standard commercial sorts.

Dwarf Pears

Dwarf Pears are budded on Quince roots, hence assume a dwarf habit. The Duchess is the leading sort and should be sold in preference to all other varieties. The trees bear when very young, do not attain such a large size as standard sorts, hence are particularly desirable for customers having only a small lot.

GROUP A

3 to 4 ft.

\$1.50 each, \$16.00 per doz.

DUCHESS de ANGOULEME

GROUP B

3 to 4 ft.

\$2.00 each, \$22.00 per doz.

Bartlett	Kieffer
Beurre Clairgeau	Seckel
Beurre de Anjou	Vermont Beauty
Clapp's Favorite	Wilder
Flemish Beauty	Worden-Seckel

An acre of Dwarf Pears (300 trees) produced 200 barrels at \$3.00 a barrel.

Cherries

The sour varieties are always one foot shorter than sweets at the same age. Salesmen must be careful not to promise all trees of same size, if selling both sweets and sours.

SOUR VARIETIES

4 to 5 ft.

\$2.50 each, \$28.00 per doz.

Baldwin	Large Montmorency
Dyehouse	Late Duke
Early Richmond	May Duke
English Morello	Ostheime

BLACK SWEET VARIETIES

5 to 6 ft.

\$3.00 each, \$34.00 per doz.

Bing	Lambert
Black Heart	Schmidt's Bigarreau
Black Tartarian	Windsor

SWEET WHITE VARIETIES

5 to 6 ft.

\$3.00 each, \$34.00 per doz.

Centennial	Napoleon
Governor Wood	Yellow Spanish
Oxheart	Rockport (reddish)

An acre of cherries (110 trees) five years old should produce \$300.00 in fruit. At ten years \$1800.00 and regularly thereafter. It pays to raise cherries.

Plums and Prunes

This list of varieties are very upright growers, hardy and prolific bearers. No better sorts can be secured anywhere.

5 to 6 ft.

\$2.50 each, \$30.00 per doz.

Beauty of Naples, Yel- low	Lombard, Violet Red Monarch, Purple
Bradshaw, Violet Blue	Moore's Arctic, Purple
Fellemburg, Dark Blue	Niagara, Violet Blue
French Prune	Reine Claude, Green
German Prune	Shropshire Damson, Purple
Grand Duke, Purple	Shipper's Pride, Purple
Green Gage, Green	Yellow Egg, Yellow
Hungarian Prune	York State Prune
Imperial Gage, Green	
Italian Prune	

HARDY JAPAN VARIETIES

The Japan sorts, now fully naturalized in this country, are more low growing and have a spreading habit. When fully loaded with fruit, as they usually are every year, the limbs will touch the ground. Very desirable for home grounds.

5 to 6 ft.

\$2.50 each, \$30.00 per doz.

Abundance (Yellow)	Red June
Burbank (Red)	Satsuma (Purple)
October (Purple)	Wickson (Red)

AMERICAN VARIETIES

These are very hardy and desirable for cold climates.

5 to 6 ft.

\$2.00 each, \$24.00 per doz.

De Sota (Red)	Wild Goose (Reddish
Hawkeye (Reddish)	Yellow)
Weaver (Purple)	

HANSEN'S HYBRID PLUMS

These choice varieties are now sold almost exclusively in the states from Wisconsin to the Rocky Mountains. They prefer them to all other sorts.

5 to 6 ft.

\$2.00 each, \$24.00 per doz.

Waneta	Toka
Opata	Hanska
Sapa	

One acre of plums (110 trees) will produce \$800.00 in fruit in a single year.

Peaches

SPRING DELIVERY ONLY

(f) for Freestone; (c) for Clingstone.

Extra Fine—4 to 5 ft.

\$1.00 each, \$11.00 per doz.

EARLY SORTS

Admiral Dewey (f)	Mayflower (f)
Alexander, semi-cling	Mountain Rose (f)
Barnard's Early (f)	Ostrander's Early (f)
Carman (f)	Rochester (f)
Champion (f)	St. John (f)
Greensboro (f)	Triumph (f)
Hiley (f)	Winner (the Early El- berta) (f)
Hale (f)	

MEDIUM SORTS

Belle of Georgia (f)	Hill's Chili (f)
Bokara (f)	Kalamazoo (f)
Crawford's Early (f)	Lamont (f)
Crosby (f)	Niagara (f)
Elberta (f)	New Prolific (f)
Fitzgerald (f)	Old Mixon (f)
Foster (f)	Stump (f)
Globe (f)	Wheatland (f)
Gold Drop (f)	

LATE SORTS

Beers' Smock (f)	Iron Mountain (f)
Chair's Choice (f)	Morris White (f)
Crawford's Late (f)	Salway (f)
Heath's Cling	Wonderful (f)

5 acres of apple trees (200 trees) with peaches in between (600 trees) make a combination that will increase the value of the land 500% in five years.

Apricots

The Apricot is a fruit that deserves to be better known all over the country. It is as easy to grow as the peach, and a profuse bearer. There is no prettier sight than a fine apricot tree loaded with delicious fruit. You should sell more apricots.

3 to 4 ft.

\$2.00 each, \$22.00 per doz.

Alexander	Montgomet
Breda	Moorpark
Early Golden	Royal
Harris	Superb
J. L. Budd	St. Ambrose

Nectarines

3 to 4 ft.

\$2.50 each, \$28.00 per doz.

Boston	Red Roman	Early Violet
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The Nectarine will grow well and produce an abundance of fine fruit, wherever the peach is a success.

Quinces

The Orange or Apple Quince, is a large finely formed fruit of a golden yellow color, and very productive. It is the only variety that is extensively cultivated for its fruit, although in a few sections the other varieties have become well established. For preserving and canning, the quince is in a class by itself, having no near relative in our northern climate. When preserved with apple it is a most delicious sauce. At least one quince tree should be in every garden. Many consider the quince jelly the finest of all flavors.

3-4 ft.

\$2.50 each, \$28.00 per doz.

ORANGE	Borgeat
Champion	Rea's Mammoth
Meeches Prolific	

Grapes

Our salesmen should recommend the grape as a suitable cover for trellises, garages, and particularly back porches. They will grow everywhere, and look well on line fences. The two leading sorts are in Group A. There is no big demand for the other varieties.

GROUP A

The Two Leading Sorts

	Each	Per Doz	Per 100
Concord	\$.50	\$ 5.00	\$40.00
Niagara, white .....	.75	8.00	60.00

GROUP B

\$1.00 each, \$10.00 per doz.

Agawam (Rogers' 15), red	Lindley (Rogers' 9), red
Lucille, red	
Brighton (red)	Moore's Diamond, white
Campbell's Early, black	Moore's Early, black
Catawba (very late) red	Pocklington, white
Delaware, red	Salem (Rogers' 22), red
Hartford, black	Worden, black
Isabella, black	Wilder (Rogers' 4), black

GROUP C

Eaton, black, \$1.25, Green Mountain, white
\$1.50 each

Rhubarb (Pie Plant)

25c each, 6 for \$1.50, \$3.00 per doz.

\$20.00 per 100. \$180.00 per 1000

Myatt's Linnaeus Victoria

There is a real demand among market gardeners for good Pie Plant roots by the thousand. Do not hesitate to talk them in quantity.

Horse Radish

Maliner Kren or Bohemian

\$2.00 Dozen

Asparagus

\$5.00 per hundred

Barr's Mammoth Conover's Colossal
Palmetto

In the towns and cities the market is never overstocked with good bunches of Asparagus shoots. Last season we had orders up to 10,000 for a single planting. There are good books to be had on the culture of all small fruits for commercial purposes.

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

Small Fruits

Every small home owner should have an assortment of small fruits named below. Why pay four to five times as much per quart out of the market, as it costs to grow them. A dozen plants of each class of berries will produce an abundance of fruit for the table from year to year. From a commercial standpoint, the demand for this fruit is constantly increasing, due to the canneries constantly calling for more stock. In every fruit growing section the farmers are being urged to plant more small fruits, as there is never an over supply. We give special prices on quantity orders in our Quantity List.

CURRENTS

Strong two year stock that will bear the first year.

GROUP A

50 cts. each, \$6.00 per doz.

Cherry, red	North Star, red
Fay's Prolific, red	White Grape, white
	Wilder, red

(Black Currants cannot be sold, as they are forbidden by Government embargo. No currants can be sold west of Mississippi River, for same reason.)

GROUP B

75c each, \$8.00 per doz.

PERFECTION, red

The Perfection is considered the largest and finest of all red sorts, and has taken medals at many expositions.

GOOSEBERRIES

A gooseberry bush will bear fruit the first year, and when it attains full size, will produce from 4 to 6 quarts a year. A half dozen plants is sufficient for the average family.

Two year old, strong plants

75 cts. each, \$8.00 per doz.

Carrie (new, red)	Red Jacket (Josselyn, red)
Downing (Greenish white)	Smith's Improved (Light green)
Houghton (red)	
Pearl (white)	

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RASPBERRIES

Our salesmen should understand the difference in price among various firms offering raspberries. The tips or suckers are small plants produced between August and the following Spring. TRANSPLANTS are these same tips or suckers that have been transplanted one full year longer. We fill our orders with TRANSPLANTS, which are the most satisfactory for the small home owner. They frequently bear the first year and a good average crop the second year.

GROUP A

\$2.00 per doz. 50 plants for \$8.00.

\$15.00 per hundred

Cuthbert, red	Mammoth Cluster, black
Gault, black	Marlboro, red
Gregg, black	Ohio, black
Kansas, black	St. Regis, red
Loudon, red	

GROUP B

\$2.50 per doz. 50 plants for \$10.00.

\$18.00 per hundred.

Columbian, purplish red	Herbery, red
Cumberland, black	Honey Sweet, black
Golden Queen, yellow	Erskine Park, red

BLACKBERRIES

No home garden is complete without at least a dozen good blackberry plants, such as we send to our patrons. They last practically a life time, with very little care. Our plants are grown from root cuttings.

GROUP A

\$2.00 per dozen. 50 plants for \$8.00

\$15.00 per hundred

Erie	Rathbun
Lucretia (Dewberry)	Snyder

GROUP B

\$2.50 per dozen. 50 plants for \$10.00

\$18.00 per hundred

Blowers	Eldorado
Early Harvest	

Plant all raspberries and blackberries 2500 to the acre. They bear some fruit the first year and a real crop the second year.

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

Hardy Climbing and Rambling Roses

We include all the best sorts, and have divided them into two classes, those with small flowers in clusters and those with large flowers two or more inches across. The demand for good climbing roses is enormous, as they are suitable for planting in all sorts of situations and specially for hedges and along line fences. You will make no mistake in offering these sorts by the hundred among patrons who should have them in quantity.

The following sorts have a wide sale:

\$1.00 each, \$11.00 per doz.

Baltimore Belle, white	Lady Gay, pink
Blue Rambler	Mary Washington, white
Crimson Rambler, red	Pink Rambler
Dorothy Perkins, pink	Philadelphia Rambler,
Dorothy Perkins, red	red
Dorothy Perkins, white	Queen of Prairie, red
Excelsa, red	Seven Sisters, pink
Gem of Prairie, pink	Tausendschon, pink
Goldfinch, yellow	White Rambler
Hiawatha, crimson and white	Yellow Rambler

NEW CLIMBERS

\$1.50 Each

Pauls Scarlet, red	Bess Lovett, pink
Climbing Baby Rambler, Roserie, red	

LARGE FLOWERING VARIETIES

\$1.50 each, \$16.00 per doz.

Aviator Bleirot, yellow	Flower of Fairfield, red
Climbing American	Silver Moon, silvery
Beauty, red	white
Dr. Van Vleet, pink	Amer. Pillar, pink

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

Hybrid Perpetual Roses

Our hardy field grown two year old roses are as vigorous as trees, have stood out during two winters before being shipped to our patrons, and will bloom the first season, usually about six weeks after planting. The varieties named below are the cream of our assortment.

GROUP A

\$1.25 each, \$15.00 per doz.

Alfred Colomb, pink	John Keynes, maroon
American Beauty, pink	Jubilee, crimson
Annie de Diesbach, Crimson	Louis Van Houtte, crimson
son	Mabel Morrison, white
Black Prince, crimson	Mad. Gab. Luizet, pink
Baron de Bonstettin, velvet red	Madam Plantier, white
Clio, pink	Magna Charta, dark pink
Coquette des Alpes, white	Margaret Dickson, white
Dinsmore, crimson	Marshall P. Wilder, crimson
Duch. of Albany, pink	Mrs. John Laing, pink
Earl of Dufferin, crimson	Pierre Notting, very dark
Fisher Holmes, red	Pr. Camille de Rohan, crimson
Frau Karl Druschki, white	Paul Neyron, pink
Gen. Jacqueminot, red	Persian Yellow
Gruss an Teplitz, red	Snow Queen, white
Harrison, Yellow	Soleil d'Or, yellow
John Hopper, pink	Ulrich Brunner, red
	White American Beauty

CHOICE HYBRID TEAS

These are the best everblooming sorts, but should not be planted in the fall. We recommend selling them for Spring shipment only.

\$1.75 each, \$20.00 per doz.

Antoine Rivoire, pink	Laurent Carle, carmine
Bessie Brown, white	Los Angeles, pink
Betty, yellow	Mildred Grant, white
Caroline Testout, pink	Mad. Edw. Herriott, coral
Edw. Mawley, velvety crimson	red and yellow
Etoile De France, red	Mrs. A. R. Waddell, scarlet and salmon
Gen. McArthur, fiery red	Ophelia, salmon and rose
Helen Gould, rosy crimson	Pres. Taft, shell pink
Irish Fireflame, old gold and crimson	Pink Maman Cochet
J. B. Clark, red	Radiance, rosy carmine
J. L. Mock, pink	Rhea Reid, crimson
Kaiserin Aug. Vic. white	Richmond, red
Killarney, pink	Souv. Pres. Carnot, white
Lady Ashtown, rose-pink	Sunburst, yellow
Lady Battersea, red	The Lyon, red
Lady Hillingdon, yellow	White Killarney
La France, silvery rose	White Maman Cochet
	Wm. R. Smith, creamy white and pink

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

TRAILING ROSES

These varieties trail on the ground and are suitable for rockery or other similar situations.

\$1.50 each, \$18.00 per doz.

Wichuriana, pink Wichuriana, white

DWARF BUSH FORM EVERLASTING ROSES

These dwarf babies are one of the most satisfactory for planting along the borders of beds or walks. They grow about 18 inches high and in constant bloom from May to November. Sell them in lots of 6 to 12, as they look best in clumps.

\$1.50 each, \$18.00 per doz.

Baby Rambler, crimson Baby Rambler, white
Baby Rambler, pink Baby Dorothy, pink

MOSS BUSH ROSES

The moss roses will attain a height of four to six feet and are very long lived. Every rose garden should have a few moss varieties.

\$1.50 each, \$18.00 per doz.

Blanch Robert, white	Perpetual white
Crested Moss, red	Princess Adelaide, pink
Perpetual Pink	Salet, red
Perpetual Red	William Lobb, red

RUGOSA ROSES

The Rugosa and Rugosa Hybrid roses are much used by landscape men in shrubbery beds on account of their everblooming qualities and handsome leathery green foliage. They grow to be stocky bushes and are considered very desirable. Flowers about 2 inches across. Group A are single flowers and Group B double.

GROUP A

\$1.25 each, \$15.00 per doz.

Rugosa alba, white Rugosa rubra, red

GROUP B

\$1.50 each, \$18.00 per doz.

Agnes E. Carman, red	Hansa, red
Conrad F. Meyer, sil- very pink	New Century, pink Sir Thomas Lipton, white

TREE ROSES

List of varieties on request. \$5.00 each

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

Ornamental Shrubs

Our shrubs are always two years old and of the proper size for transplanting. No better are grown anywhere. In order to make it a special inducement for our men to sell at least 3 of a kind, or 3 or more at a time, we make the following special rates.

\$.75 Shrubs, any three for \$2.10

1.00	"	"	"	"	2.85
1.25	"	"	"	"	3.50
1.50	"	"	"	"	4.25
2.00	"	"	"	"	5.75

Each Per Doz.

Almond, double pink, red, rose or white	\$3.00	\$35.00
Althea, double pink, purple, red or white	1.00	11.00
Althea, Rose of Sharon, single.....	1.00	11.00
Althea, variegated leaved.....	1.25	14.00
Althea, tree form, blue, pink, purple, red or white.....	2.00	22.00

The Altheas are great bloomers during August every year, and are particularly desirable for hedges. The tree Althea is a fine lawn tree, and attracts wide attention in late Fall.

Amorpha, Fruitcosa	1.50	17.00
Aralia, Pentaphylla	1.25	14.00
Berberry Thunbergii	1.25	14.00
Box, Dwarf .....	.75	8.00
Butterfly Bush .....	.75	8.50
Calycanthus	1.25	14.00
Caragana	1.25	14.00
Ceanothus, (New Jersey Tea).....	1.25	14.00
Clethera, Alnifolia	1.25	14.00
Colutea, Arborescens	1.25	14.00
Cornus, Eleg. Variegata.....	1.50	18.00
" Mascula	1.25	14.00
" Sanguinea	1.00	11.00
" Siberica	1.00	11.00
" Stolonifera	1.00	11.00
" " Aurea (Yellow Bark) 1.00	11.00	
Coral Berry	1.00	11.00

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

		Each	Per Doz.
Deutzia, Candida	\$1.00	\$11.00	
" Crenata	1.00	11.00	
" Gracilis	1.00	11.00	
One of the very best of low growing shrubs.			
" Lemoinei	1.00	11.00	
" Pride of Rochester.....	1.00	11.00	
The Pride of Rochester is one of the best of the taller Deutzias.			
Dogwood, variegated	1.50	18.00	
" Red Branch	1.00	11.00	
" Yellow Branch	1.00	11.00	
Eleagnus, Augustifolia	1.25	14.00	
" Longipes	1.25	14.00	
Elder, Golden or Sambucus Aurea...	1.25	14.00	
The Golden Elder is one of the most showy of shrubs on account of its leaves of golden yellow. Every lawn should have a speci- men.			
Elder, common	1.00	11.00	
Euonymus or Strawberry Tree.....	1.25	14.00	
Euonymus, Cork Bark.....	1.50	16.00	
" radicans, vegetus	1.50	18.00	
Exochorda, Grandiflora	1.25	14.00	
Forsythia, Fortuneii	1.00	11.00	
" Intermedia .....	.75	8.25	
" Viridissima .....	.75	8.25	
" Suspensa .....	.75	8.25	
The Forsythias or Golden Bells pro- duce their golden yellow flowers before the leaves.			
Fringe, purple	1.50	16.00	
" white	2.00	22.00	
Golden Bell .....	.75	8.25	
Golden Elder	1.25	14.00	
High Bush, Cranberry.....	1.25	14.00	
Honeysuckle, Morrowi	1.25	14.00	
" Pink Tartarian	1.00	11.00	
" Red Tartarian	1.00	11.00	
" Ruprechtiana	1.25	14.00	
" White Tartarian	1.00	11.00	
The above five varieties of Honey- suckles are upright growing. For other varieties see Vines.			
Hydrangea, Arb. sterilis, Hills of Snow or New American.....	1.50	16.00	
The Hills of Snow Hydrangea is one of the most popular of shrubs. It branches from the bottom and can be cut to the ground each year if desired. It is one of our biggest sellers.			

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

Each Per Doz.

Hydrangea, Panic Grand.....\$1.50 \$16.00

The Hydrangea P. G. is the well known pink form which blooms a little later than the Hills of Snow. The tree form of this shrub is very popular.

Hydrangea P. G., tree form 3 ft.	3.00	35.00
Hypericum Moserianum	1.50	18.00
Japan Quince	2.00	23.00
Kerria, Japonica,	1.50	17.00
" white	1.25	14.00
Lilac, purple	1.00	11.00
" white	1.25	14.00
" pink	2.00	22.00
" Chas. X., reddish purple.....	2.00	22.00
" Frau Dammann, white.....	2.00	22.00
" Josikea, violet	2.00	22.00
" Belle de Nancy, satiny rose....	2.00	22.00
" Michael Buchner, pale lilac....	2.00	22.00
" Rothmagensis, white.....	2.00	22.00
" Lemoine, purple.....	2.00	22.00
" Ludwig Spaeth, purple.....	2.00	22.00
" Marie Legraye, white.....	2.00	22.00
" Persian, pale lilac.....	2.00	22.00
" Pres. Grevy, blue.....	2.00	22.00
" Villosa, white	1.50	16.00
" tree form, assorted colors.....	3.00	34.00
New Jersey Tea.....	1.25	14.00
Privet, Amoor River.....	.50	5.00
" Privet, California, 2-3 ft.....	.30	3.50
" Golden	1.00	10.00
" Ibota .....	.50	5.50
" Regaliana .....	.50	5.50
Quince, Japan, red.....	2.00	23.00
Rhodoty whole, Kerriodes (White Kerria)	1.25	14.00
Sambucus, Aurea or Golden Elder...	1.25	14.00
Sambucus, Laciniata or Cut Leaf Elder	1.25	14.00
Snowball, dentatum	1.25	14.00
" High Bush Cranberry.....	1.25	14.00
" Lantana	1.25	14.00
" Opulus	1.25	14.00
" Tomentosum	1.50	16.00

All stock listed on this page can be sent parcel post direct to customer. We urge you to make as large sales as possible on these items.

		Each	Per Doz.
Snowball, Japan.....	2.00	22.00	
" tree form	3.00	35.00	
Snowberry, red	1.00	11.00	
" white	1.00	11.00	
Spindle Tree or Strawberry Tree....	1.25	14.00	
Spirea, Anthony Waterer.....	1.25	14.00	
One of the finest of low growing shrubs with red flowers. The bumalda is of similar habit with pink flowers and the callosa alba with white flowers. These three low shrubs are very attractive planted together.			
Spirea, Arguta	1.25	14.00	
" Aurea	1.00	11.00	
" Billardi	1.00	11.00	
" Blue, see perennials			
" Bridal Wreath	1.25	14.00	
" Bumalda	1.00	11.00	
" Callosa, Alba	1.25	14.00	
" Douglassi	1.25	14.00	
" Golden	1.00	11.00	
" Opulifolia	1.00	11.00	
" Prunifolia	1.25	14.00	
" Reevesii	1.25	14.00	
" Salicifolia	1.25	14.00	
" Sorbifolia	1.25	14.00	
" Thunbergii	1.25	14.00	
" Van Houtte	1.25	14.00	
The Spirea Van Houtte is one of the most popular shrubs, and often called the Bridal Wreath. It is one of the most useful varieties for hedges and is often sold by the hundred for that purpose.			
Staphylea, Bladdernut	1.50	16.00	
Stephandra flexuosa	1.25	14.00	
Strawberry Tree or Spindle Tree....	1.25	14.00	

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Our set of landscape plans show the proper arrangement of shrubs around the small home, to produce the best effect. Salesmen working in territory where many new homes are being built can use them with fine success.

		Each	Per Doz.
Sumach, Smooth		\$1.25	\$14.00
" Cut-Leaf	1.25	14.00	
" Staghorn	1.25	14 00	
The Sumach are among the most effective of all tall growing shrubs. The cut-leaf is of more dwarf habit, and many people are fond of its beautiful foliage.			
Syphoricarpus Vulgaris or Coral Berry	1.00	11.00	
Syringa, common	1.00	11.00	
The Syringa is well liked by every one on account of its fragrant flowers.			
Syringa Coronarius	1.00	11.00	
" Golden	1.25	14.00	
" Gordonianus	1.00	11.00	
" Grandiflora	1.00	11.00	
" Lemoine	1.25	14.00	
" Variegated	1.25	14.00	
Sweet Pepper Bush.....	1.25	14.00	
Tamarix, Africana	1.25	14.00	
" Gallica	1.25	14.00	
" Indica	1.25	14.00	
Viburnum, Dentatum	1.25	14.00	
" High Bush	1.25	14.00	
" Lentago	1.25	14.00	
" Opulus	1.25	14.00	
" Tomentosum	1.50	16.00	
Weigela, Amabilis	1.50	17.00	
" Candida	1.50	17.00	
" Eva Rathke.....	2.00	22.00	
" Floribunda	1.50	17.00	
" Rosea	1.50	17.00	
" Variegated	1.50	17.00	
" White	1.50	17.00	

The flowers on all the Weigelas are so profuse as to practically obscure the foliage.

All stock listed on this page can be sent parcel post C. O. D. direct to customer. We urge you to make as large sales as possible on these items.

Climbing Vines

Note—\$1.25 Vines, Any Three for \$3.50

\$1.00 " " " \$2.75

There is nothing around the home that adds so much to its attractiveness as good vines. They will turn the most unsightly object into a thing of beauty.

Each Per Doz.

Akebia, quinata \$1.50 \$15.00

Ampelopsis Veitchii, Boston or Japan

Ivy 1.00 11.00
The best vine for brick or stone
buildings.

Ampelopsis Engelmanni 1.25 14.00

Bignonia or Trumpet Flower 1.00 11.00

Will climb to the top of the tallest
forest trees.

Birthwort or Dutchman's Pipe 3.00 36.00

Bitter Sweet or Celastrus Scandens .. 1.25 14.00

Boston Ivy 1.00 11.00

Celastrus Scandens or Bitter Sweet. 1.25 14.00

Clematis, Coccinea, red 1.25 14.00

 " Crispa, blue 1.50 16.00

 " Duch. Edinburgh, white.... 1.50 16.00

 " Henryii, white 1.50 16.00

 " Jackmanni, purple 1.50 16.00

 " Mad. Ed. Andre, red..... 1.50 16.00

 " Paniculata, white 1.00 11.00

The sweet scented Clematis paniculata is of very rapid growth, and is desirable for trellises and porches. It is a leaf climber and blooms in September, when few other vines are in flower.

Clematis, Ramona, sky-blue 1.50 16.00

Great care should be exercised in planting the large flowering Clematis to spread out the roots.

Dutchman's Pipe 3.00

Euonymus Radicans 1.25 14.00

 " Variegated 1.25 14.00

 " Vegetus, Japanese Evergreen Ivy (beautiful 365 days in the year, clinging) 1.50 18.00

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		Each	Per Doz.
Honeysuckle, Hall's Japan.....		\$.75	\$ 8.25
The best all around Honeysuckle vine. Bears sweet scented flowers all summer.			
Honeysuckle, Monthly Fragrant.....	1.00	11.00	
" Scarlet Trumpet	1.00	11.00	
Ivy, American or Virginia Creeper...	.75	8.25	
The American Ivy is extensively planted where a rapid growing vine is desired. It will cover any situation very quickly, is never harmed by frost and the leaves turn a brilliant crimson in the early Fall.			
Ivy, Japan or Boston.....	1.00	11.00	
" English	1.00	11.00	
" Englemanni	1.25	14.00	
Lonicera (See Honeysuckle).			
Matrimony Vine	1.00	11.00	
One of the hardiest vines for poor soil.			
Trumpet Flower or Bignonia.....	1.00	11.00	
Virginia Creeper or American Ivy....	.75	8.25	
Wistaria, purple	1.50	16.00	
" white	2.00	22.00	
Wistaria plants growing on some castles in Europe are known to be four hundred years old.			
Woodbine75	8.25	

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Hardy Perennials

We are leaving the list and prices out of our price list this season, for the reason that we now have a special book on the subject, which contains a picture of every variety we handle with good description and price. If our salesmen will study this book during their spare moments, they will soon acquire a good working knowledge of these wonderful plants. You must learn to sell Hardy Perennials, as they are one of the most satisfactory lines of stock we furnish our patrons. They bloom every year. It is possible to get a steady succession of bloom from April to October, by making a proper selection, and it is also possible to acquire a list of varieties which will make an excellent color effect, or varieties that are very fragrant. We wish you to know our Perennial Book from cover to cover, as it means money in your pocket. We are selling thousands of these hardy plants where we used to sell hundreds.

In this book we give you our fine assortment of PAEONIAS, PHLOX, Iris, Dahlias and many other varieties which have a steady and ever increasing sale. Carry the book folded up in your pocket and ask for a new copy as fast as the last one becomes soiled. Those varieties of perennials which are illustrated with color plates in our plate book, you may take the prices from our book and mark them with lead pencil on the bottom of the plates in your plate book.

All of this class of stock can be sent parcel post and is in the customer's hands in two to four days after it leaves our packing yard, in fresh and perfect condition. We believe under our new plan of shipping as above indicated we are giving better satisfaction than ever before. Our plants will grow and multiply from year to year and be a standing advertisement of your aggressive work. We shall watch the sales of every man on this class of stock.

All stock listed on this page can be sent parcel post C. O. D. direct to customer. We urge you to make as large sales as possible on these items.

Shade and Ornamental Trees

\$25.00 Spent in Ornamenting the Home Grounds
Will Add from \$300 to \$500 to the Selling Value.

Note 1—The size mentioned after each variety is that considered as proper for first-class trees, suitable for transplanting. The size varies according to the habit of growth of the varieties mentioned as, of course, some trees when fully grown are smaller than others, but equally as good.

Note 2—We divide the Ornamental Trees into two classes to distinguish those suitable for street planting and those best adapted for single specimens for lawns.

Varieties Suitable for Street Planting

	Each
Ash, American, 8 ft.	\$3.00
Box, Elder, 8 ft.	2.00
Elm, American, 8 ft.	3.00
" " 10 ft.	3.50
" " One of our finest native trees which attains a large size.	
" English, 6 ft.	3.00
" Scotch, 6 ft.	3.00
Horse Chestnut, 4 ft.	4.00
" " Red flow, 4 ft.	5.00
Linden, American, 8 ft.	5.00
" European, 8 ft.	5.00
Maple, Ash-leaved, Box Elder or Negundo, 6 ft.	1.50
Maple, Ash leaved, Box Elder or Negundo, 8 ft.	2.00
Maple, Ash leaved, 10 ft.	3.00
" Norway, 6 ft.	4.00
" " 8 ft.	5.00
" " 10 ft.	6.00
" Schwedlerii, 6 ft.	6.00
" Silver Leaved, 6 ft.	1.50
" " 8 ft.	2.00
" " 10 ft.	3.00
This is the best known of all maples, often called Soft Maple. It grows rapidly and is excellent for street planting.	
Maple, Sugar of Rock, 6 ft.	\$3.00
" Sugar, 8 ft.	4.00
" " 10 ft.	5.00
Plane, American, 6 ft.	2.50
" Oriental, 6 ft.	2.50
" " 8 ft.	3.00
" " 10 ft.	4.00
Poplar, Balsam, 8 ft.	1.50
" Balm of Gilead, 8 ft.	1.50
" Canadian, 8 ft.	1.50

		Each
Poplar Carolina, 8 ft.		\$1.00
" " 10 ft.		1.50
" Lombardy, 6 ft.		1.00
" " 8 ft.		1.25
" " 10 ft.		1.50
" Silver-Leaved, 6 ft.		1.00

Sycamore (See Oriental Plane).

Plant These Kinds as Specimen Lawn Trees

		Each
Ailanthus, 6 ft.		\$3.00
Alder, Imperial Cut-Leaved, 6 ft.		5.00
Beech, Fern-Leaved, 4 ft.		5.00
" Purple-Leaved, 4 ft.		5.00
Birch, Canoe, 6 ft.		6.00
" Common White, 6 ft.		3.00
" Cut-leaved, 5 ft.		7.50
" Purple Leaved, 5 ft.		5.00
Catalpa, Bungeii, 5 ft.		3.50
" Speciosa, 6 ft.		2.00
Cherry, Double Flowering, 4 ft.		4.00
Cucumber Tree, 5 ft.		4.00
Crab, Bechtel's, 3 ft.		3.00
" floribunda, 3 ft.		2.50
Dogwood, red flowering, 4 ft.		5.00
" white flowering, 4 ft.		2.50
Hawthorne, 3 ft.		3.00
Judas Tree or Red Bud, 4 ft.		3.00
Laburnum, 4 ft.		3.00
Larch, European, 3 ft.		3.00
Magnolia, Acuminata, 4 ft.		4.00
Magnolias, Chinese, cannot supply.		
Maiden's Hair or Salisburia, 5 ft.		3.00
Maple, Japan red, 18 in.		12.00
" Purple, 6 ft.		5.00
" Scarlet, 6 ft.		5.00
" Wier's Cut Leaved, 6 ft.		3.00
Mountain Ash, American, 6 ft.		3.00
" " European, 6 ft.		3.00
" " Oak Leaved, 6 ft.		3.00
Mulberry, Downing, 4 ft.		2.00
" New American, 4 ft.		2.50
" Russian, 5 ft.		1.50
Oak, Pin, 5 ft.		6.00
" Red, 5 ft.		6.00
" White, 5 ft.		6.00
Peach, double-flowering, red, white or pink, 4 ft.		1.50
Plum, double-flowering, 3 ft.		2.50
" purple-leaf, <i>Prunus Pissardii</i> , 4 ft.		2.50
Red Bud or Judas Tree, 4 ft.		3.00
Salisburia or Maiden Hair, 5 ft.		3.00
Thorn, Paul's New Double Crimson, 3 ft.		3.00
" double white or red flowering, 3 ft.		3.00
Tulip Tree, 6 ft.		3.00
Willow, Golden, 6 ft.		2.00
" Rosemary, 6 ft.		2.00
" Laurel-Leaved, 6 ft.		2.00

WEEPING TREES

	Each
Ash, European Weeping, 5 ft.....	\$6.00
Birch, Cut-Leaved, 5 ft. (For Spring planting only)	7.50
Birch, Young's Weeping, 5 ft.....	7.50
Cherry, Dwarf, Weeping, 5 ft.....	7.50
Elm, Camperdown, Weeping, 5 ft.....	6.00
Mountain Ash, Weeping, 5 ft.....	7.00
Mulberry, Weeping, 5 ft.....	6.00
Willow, Babylonica or Common Weeping, 6 ft.	2.00
Willow, Kilmarnock Weeping, 4 ft.....	7.00
Willow, Wisconsin, 6 ft.....	2.00

Note—The best two Dwarf Weeping trees are Camperdown Elm and Weeping Mulberry. For tall Weeping trees always recommend the Cut-leaf Birch or Wisconsin Willow.

NUT TREES

	Each
Butternut, 5 ft.	\$2.50
Filbert, 3 ft.....	2.00
Hickory, 3 ft.....	5.00
Pecan, 3 ft.....	3.00
Walnut, Black, 5 ft.....	2.50
" English, 2 ft.....	3.00
" Japan, 3 ft.....	3.00

Every true home should have one or two nut trees for the children and grandchildren.

HEDGING

	Per 100	Per 1000
Honey Locust, 18 in.....	\$ 7.00	\$60.00
Osage Orange, 18 in.....	5.00	40.00
Plant both above 9 in. apart.		
Berberry Thunbergii, 12 in.....	25.00	
" " 15 in.	35.00	
" " 18 in.	50.00	
Plant 1 ft. apart.		
Privet, Ibota, 18 in.....	30.00	
" Amoor, 12 in.....	20.00	
" " 18 in.	30.00	
" California, 9 in.....	6.00	
" " 12 in.	9.00	
" " 18 in.	12.00	
" " 24 in.	18.00	
" " 30 in.	24.00	

A privet hedge has come to be the most popular dividing line around small homes. You see it every where and sales increase each year.

Plant privet 9 in. apart. Add $\frac{1}{4}$ to the number of feet and you have the number of plants required.

Evergreens

Sell Evergreens for Spring planting only.

All Evergreens dug with a ball of earth and burlapped to insure successful transplanting.

	Each
Arbor Vitae, American, 12 in.....	\$1.25
" " " 18 in.....	2.00
" " " 2 ft.....	3.00
" " " 3 ft.....	4.00
" " " 4 ft.....	6.00
" " Golden, 2 ft.....	5.00
" " Globosa, 12 in.....	5.00
" " Pyramidalis, 2 ft.....	5.00
" " Siberian, 2 ft.....	5.00
" " Tom Thumb, 9 in.....	4.00
Fir, Balsam, 2 ft.....	4.00
Hemlock, 18 in.....	4.00
Juniper, Irish, 2 ft.....	3.00
" " 3 ft.....	4.00
" " Blue, 2 ft.....	6.00
" " Prostrate, 12 in.....	5.00
" " Swedish, 2 ft.....	4.00
Colorado Blue Spruce, 12 in.....	6.00
" " " 18 in.....	8.00
" " " 2 ft.....	12.00
Norway Spruce, 12 in.....	1.00
" " " 18 in.....	1.50
" " " 2 ft.....	2.00
" " " 3 ft.....	3.00
Pine, Austrian, 2 ft.....	3.00
" " " 3 ft.....	4.00
" " Mugho, 12 in.....	6.00
" " Scotch, 2 ft.....	3.00
Red Cedar, 2 ft.....	4.00
Retinspora, 12 in.....	4.00
Retinispura, 2 ft.....	8.00
Spruce, Douglas, 2 ft.....	4.00
Yew, Japanese, 12 in.....	5.00

A List of Twenty Fine Shrubs of About the Same Habits of Growth

**Learn the List and Recommend Them Everywhere
Planted Three Feet Apart**

Calycanthus—Reddish flowers and scented leaves.
Dogwood, Red Branch—Red bark and white flowers.

Deutzia Crenata—White Flowers.
Elder Golden—Rich golden foliage and white flowers.
Forsythia or Golden Bell—Yellow flowers in April before leaves.

Honeysuckle Pink Tartarian—Pink.

“ White “ —White.

Hydrangea P. G.—Pink trusses, flowers in September.

Kerria Japonica—Green bark and yellow flowers.

“ White—White flowers followed by black seeds.

Lilac Purple—Rich purple flowers.

“ White—Rich white flowers.

Snowberry Red—Red berries in Autumn.

“ White—White waxen berries in Autumn.

Spiraea Billardii—Pink flowers.

“ Van Houtte—Banks of white flowers in May.

Snowball—Large globular masses of flowers.

“ Highbush—White flowers followed by red berries.

Syringa—Very fragrant white flowers.

Weigelia Rosea—Masses of rose flowers.

The Ten Best Low Growing Shrubs

These should be planted in front of the twenty tall sorts, 18 in. apart

Althea or Rose of Sharon—All colors.

Butterfly Bush—Purple.

Deutzia Gracilis—White.

Hydrangea, Hills of Snow—White.

Quince, Japan—Fiery red.

Spirea, Anthony Waterer—Red.

“ Bumaldi—Pink.

“ Callosa Alba—White.

“ Thunbergii—White, feathery foliage.

Syringa, Golden—White, and golden leaves.

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GOVERNMENT QUARANTINES

No five-leaf pines, currants or gooseberries can be shipped from the eastern states west of the Mississippi River. No orders for Purple or European Barberry, or Mahonia can be accepted and we have cut them out of our price lists.

STATE QUARANTINES

On account of several states prohibiting the shipment of all kinds of Chestnut Trees, we have decided to leave them out of our price list. Nearly all states are quarantined against them, on account of the chestnut blight.

Black currants must not be sold anywhere and we have none for sale.

These quarantines are a good thing and our salesmen must not take any orders for stock which is prohibited. Plants or trees which carry diseases which are destructive to our great wheat fields, or our beautiful forests should no longer be propagated by nurserymen, and we have left them all out of our price lists.

The tall-growing Barberry and Black Currants carry the wheat rust and the five leaf pines the pine rust, and the chestnut trees the chestnut blight, so we shall not furnish them in future, (this does not include the Barberry thunbergii, our popular hedge plant).

MEMORANDUM

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NUMBER OF TREES OR PLANTS TO ACRE

2 feet each way. 10,890	15 feet each way.. 194
3 feet each way. 4,840	18 feet each way.. 135
4 feet each way. 2,723	20 feet each way.. 110
5 feet each way. 1,742	25 feet each way.. 70
6 feet each way. 1,210	30 feet each way.. 48
8 feet each way. 681	33 feet each way.. 40
10 feet each way. 430	40 feet each way.. 28
12 feet each way. 302	

To estimate the number of plants required for an acre, at any given distance, multiply the distance between the rows by the distance between the plants, which will give the number of square feet allotted to each plant, and divide the number of square feet in an acre (43,560) by this number, the quotient will be the number of plants required.

DISTANCE FOR PLANTING

Apples, Std....30-40 ft.	Currants .....3x 5 ft.
Apples, Dwarf..15-20 ft.	Gooseberries ..3x 5 ft.
Pears, Standard18-20 ft.	Raspber's, Red 3x 6 ft.
Peaches .....16-18 ft.	Raspber's, Blk 3x 6 ft.
Nectarines and Apricots	Strawberries,
16-18 ft.	Blackberries ..5x 7 ft.
Cherries, Sweet18-20 ft.	rows .....1x 4 ft.
Cherries, Sour.15-18 ft.	Strawberries in
Plums .....16-20 ft.	beds .....1½x1½ ft.
Quinces .....10-12 ft.	Aspar. in beds 1x1½ ft.
Grapes .....8x10 ft	Aspara's in field 1x3 ft.

Agents Wanted

Special Offer—If you will mark on the back of your weekly reports from week to week the names of men or women who you find would make good agents, we will make them offers and try to interest them in our work. If they start canvassing, we will pay you \$25.00 as soon as any of them send us \$500.00 worth of good orders, or if they should sell less than that amount, 5% on what they do sell. Ladies are very successful with our Perennial Book and prefer to handle that line exclusively. A good lady agent on your territory, selling only Perennials, might work up several thousand dollars worth of orders, and not interfere with your business at all. This is an age of specialists.